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New Ingram Micro Key Injection Services Speed Sales Cycle to Delivering Complete, EMV-Compliant Solutions

Channel Partners Can More Easily Address Growing Demand for "Chip and Pin" Solutions With New Software and Key Encryption Data Capabilities From Ingram Micro

SANTA ANA, CA -- (Marketwired) -- 08/04/15 -- [Ingram Micro Inc.](#) (NYSE: IM) today expanded its value around EMV (Europay, Mastercard and Visa) compliant solutions by adding the ability to load new software and secure key encryption data directly to payment terminals and devices on the behalf of its channel partners.

Further demonstrating its expertise in "chip and pin" solutions, Ingram Micro is pleased to announce the company has passed the electronic payment industry's PCI PIN Security Requirements and Accredited Standards Committee's TR-39 audit. Both tests are complex, time-intensive, and require companies to have in-depth technical knowledge and dedicated internal resources. With these new services and authorizations, Ingram Micro is able to provide key injection services in-house at its secure facility located within its distribution center.

"Education and training around the sales opportunity and EMV mandate are essential, but when it comes time to take action, channel partners need a distribution partner who is able to deliver a complete, EMV-ready solutions that include the right software, secure key injection services and field support," said Jeff Yelton, executive director, Ingram Micro.

To further simplify the sales cycle and help increase profitability, Ingram Micro channel partners also have access to the ["Electronic Payments Playbook"](#) and multi-vendor solution bundles which include start-to-finish professional services from assessment and deployment to equipment disposal, solution testing and certification audits.

The global EMV payment standard requires all retailers and other businesses that accept credit and debit cards to become compliant by Oct. 15, 2015. Failure to comply with the mandate will leave businesses open to liability in the event of fraud and potentially face heavy financial losses.

"These new, in-house services and expertise, combined with our growing portfolio of multi-vendor solutions, give Ingram Micro channel partners a cost-saving, sales and service advantage that allows them to address the October 2015 'chip and pin' EMV payment standard head on and without hesitation," said Greg Richey, director, Ingram Micro Professional Services. "We've demonstrated our expertise in EMV and are dedicated to helping our channel partners in the U.S. and Canada capitalize on this growing market opportunity."

For more information, channel partners can contact their Ingram Micro sales representative or visit www.ingrammicro.com/dcpos.

About Ingram Micro

Ingram Micro helps businesses Realize the Promise of Technology™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. More at www.ingrammicro.com.

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Press Contact:
Marie Rourke
WhiteFox Marketing
Email Contact
714-292-2199

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